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Automotive News

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Auto maker profits break records for third quarter

By Kathleen Hamilton
Financial Editor

The U.S. auto industry smashed its 1977 third-quarter profits record by turning in earnings of $1.16 billion and made the feat even more pleasant by making its profit on far fewer cars than it built in 1977.

Its latest showing is a $1.38 billion turnaround from the third quarter of 1982 when the Big Four reported losses of $218 million. It also was the first profitable third quarter in five years.

Back in 1977, when the Big Four set the old third-quarter record of $706 million in net income, U.S. car production was 9.3 million units. This year, the makers will be lucky if they turn out 7 million cars.

Individual company reports on Pages 6 and 50.

In the third quarter of 1977, the Big Four sold $24.01 billion worth of vehicles; in the latest quarter, their sales were 31 percent higher: $31.48 billion.

"There has been an improvement in productivity, no doubt about it," said Ann Knight, auto analyst of Paine Webber Mitchell Hutchins, Inc.

"All three (General Motors, Ford Motor Co. and Chrysler) had various measurements, such as gross margins and pretax earnings, substantially higher than in 1976" when the industry was at a similar stage of recovery, she said. The recovery is now a sure bet, according to Knight.

The auto makers' bottom lines also profited from low materials costs—the biggest cost factor in auto manufacturing, she said.

• Biggest contributor to the profits turnaround for 1983 was Ford, whose earnings of $333 million were $658 million better than in 1982.

GM's profits of $737 million showed a $608 million improvement. Chrysler's profits of $100 million were $91 billion better than a year earlier. And, thanks to the sale of its defense subsidiary, American Motors' loss of only $9 million was $22 million less than in 1982.

Ford also led the group in relative sales gains: Up 28 percent for the quarter to $10.29 billion. GM had the biggest dollar-value gain: $3.34 billion to $17.62 billion.

Part of the reason for the profits record lies in the fact that this wasn't a typical third quarter. Traditionally the least profitable quarter because of

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BIG FOUR THIRD-QUARTER RESULTS
(In Millions)

	Sales		Profits (Loss)	
	1983	1982	1983	1982
American Motors*	$ 776	$ 754	($ 9)	($ 31)
Chrysler Corp.	2,796	2,464	100	9
Ford Motor Co.	10,287	8,055	333	(325)
General Motors	17,619	14,283	737	129
TOTAL	$31,478	$25,556	$1,161	($218)

* AMC's 1982 sales and loss include AM General. Its 1982 sales restated to reflect the sale of AM General would be $641 million.

GLC convertible

Mazda concept car debuts in Tokyo

A convertible version of the Mazda Familia (GLC in the U.S.) was introduced to the public at the Tokyo Auto Show. The concept car was developed by Mazda North America's product planning and research group in Irvine, Calif. The car was built for Japan with right-hand drive by Richard Straman, a Newport Beach (Calif.) coachbuilder.

Documents said to show DeLorean diverted cash

By Edward Lapham
Senior Editor

DETROIT. — John Z. DeLorean "wrongfully misappropriated" and "diverted" at least $8.5 million of the $17.65 million which disappeared from his sports-car project, according to documents filed in federal court here last week.

"This new evidence is the smoking gun that solves the GPD mystery," said Malcolm Schade, chairman of the creditors committee of bankrupt DeLorean Motor Co.

The documents purportedly show how and when John DeLorean caused funds to be removed from the project and where he had the funds transferred.

This "new and compelling evidence" presented to U.S. District Judge Philip Pratt showed that DeLorean used an escrow account and several financial institutions to cover the trail of the missing money and that he "wrongfully secreted" in one of his homes certain company documents relating to the missing money.

As a result of the new evidence, uncovered by court-appointed bankruptcy examiner Price Waterhouse and the creditors committee, Judge Pratt issued a temporary restraining order to keep any of the missing funds which might still be in U.S. banks from being removed from the court's jurisdiction.

The order was sought by attorneys for the creditors com-

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Symes to be first vice president for 1984

Jennings named NADA president

WASHINGTON.. — James P. Jennings, a Chevrolet dealer in Glenview, Ill., has been named president-elect of NADA. He will become president following the NADA convention in Dallas in February.

NADA directors elected Jennings last week. He will succeed William C. Turnbull Sr., a GMC-International Harvester dealer in Huntington, W. Va.

Jennings formerly was first vice president of NADA. Succeeding him in that post is William J. Symes, president of Symes Cadillac, Inc., Pasadena, Calif. This puts Symes in line for the NADA presidency in 1985.

Robert M. Burd, a Volkswagen-Audi dealer in Washington, N. J., was elected NADA secretary for 1984, and Anthony Ursomarso, president of Union Park Pontiac, Wilmington, Del., was elected treasurer.

Jennings, who heads Jennings Chevrolet, Inc., has been a new-car dealer and an NADA member since 1957.

He is chairman of the 1983 NADA Industry Relations Committee and is a member of the Executive and Nominating committees. He also is a member of the board of governors of the NADA Automobility Foundation and is a trustee of the NADA Insurance Trust and the NADA Retirement Fund.

Symes is serving his third term as NADA director for Southern California. He is a past president of the Motor Car Dealers Assn. of Southern California.

Burd is president of Warren Volkswagen, Inc., Washington, N. J., and vice president of Burd Chevrolet-Oldsmobile, Washington, N. J., and Pocono Volkswagen, Inc., Stroudsburg, Pa. He is a 1975 Time Magazine Quality Dealer Award winner.

Ursomarso is serving his third terms as NADA director for Delaware. He was a Time Magazine Quality Dealer Award winner in 1971, and he is a past chairman of the Delaware Automobile Dealers Assn. and the Pontiac Dealer Council. His dealership also handles Honda and BMW.

James P. Jennings

William J. Symes

breaking news

Catalyst is the catch for Mercedes 500-SL

DETROIT.—Mercedes-Benz will not sell its 5.0-liter V-8-powered 500-SL coupe/roadster model in the U.S., despite recent introduction of the V-8 sedan and four-seat coupe versions (500-SEL and 500-SEC). A spokesman said the convertible's limited chassis space prohibits use of the required catalytic converter. The 500-SL has entered the U.S. as a popular "gray-market" car.

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New York firm readies Italian diesel for Lincoln

By Roger Rowand
Engineering Editor

Lincoln-Mercury dealers soon are going to be able to satisfy their high-mileage customers who want something other than factory power in the big cars they like to buy.

Those dealers will be offering a power package to meet the different needs of that kind of driver. High-mileage driving does indeed produce different needs and a large, diesel-powered car that can meet most of those needs has been missing from the Lincoln-Mercury product lineup.

The diesel engine itself is different in construction and performance, too, and a different type of company, Vehicle Technology, Inc., College Point, N.Y., is about to start marketing full-size Lincolns with turbocharged 3.6-liter, six-cylinder diesel engines.

L-M, of course, is offering turbocharged diesel power by Toyo Kogyo in 1984 in its small Lynx and Topaz. Later in the model year, it will offer a BMW turbodiesel for the Continental and Mark VII. But it is the Lincoln Town Car that Vehicle Technology is working with.

The standard engine in that line is Ford's 5-liter V-8 with electronic fuel injection. The power plant to be installed by Vehicle Technology is an Italian model called the VMHR6-92. It is a true diesel.

VM engines are marketed in the U.S. by Avco Corp.'s Industrial Engine Operation.

• The involvement of the New York firm in L-M car operations is no flash in the pan. In 1980, the car division planned on using BMW diesels in this '84 model year in the Continental which—back in 1980—was to be the full-size car of 1984.

It was at that point the division and Vehicle Technology started the project expected to run through the life of cars in the Panther Series — LTD, Crown Victoria, Grand Marquis and the Town Car, said Richard H. Thaler, managing director of Vehicle Technology.

His company is widely known in the taxicab trade as a builder of cabs. Thaler, a former New York University professor, holds a Ph.D degree in me-

Continued on Page 6, Col. 1

Bieber says U. S. small-car production is at stake

UAW urges 2-year Japanese curb

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—UAW President Owen Bieber has warned U. S. Trade Representative Bill Brock that the future of small-car production in the U. S. hinges on the terms of a new Japanese voluntary restraint agreement.

Bieber sent Brock a last-minute letter before the trade representative left for Tokyo last week, urging a two-year extension of the agreement that limits Japanese car exports to the U. S.

Both the U. S. and Japanese governments are said to be working toward a final settlement of the auto trade issue.

Bieber's letter was apparently in reaction to press reports that the Reagan Administration is pressing for a single year of restraint at the 1.8 million level.

Bieber told Brock that anything less than a two-year extension at the current 1.68 million cars, would represent a "serious failure" by the Administration because it will provide "no real impetus" for continued Japanese investment in U. S. production.

Bieber said the Administration's decision not to push for a two-year extension of the restraint agreement would "in all likelihood" prompt Ford and Chrysler to seek replacement vehicles for the Escort/Lynx and Omni/Horizon models from Japanese or other foreign sources.

General Motors would be able to supply the subcompact market with 200,000 Isuzus and 100,000 Suzukis annually on a delayed timetable, Bieber said.

If the Administration is successful in negotiating for a 1.8 million ceiling on Japanese cars, the number would not allow GM to bring its full complement of Japanese cars to the U. S.

But GM would be free to import after March of 1985, when a fourth year of restraint would expire.

Chrysler Corp. has already indicated that a decision by GM to import small cars in large numbers could adversely effect Chrysler's U. S. small-car production plans.

In a related move, Robert McElwaine, president of the American International Automobile Dealers Assn., told a Senate subcommittee last week that his organization would take legal action if a new voluntary restraint agreement allows GM to bring in Japanese cars, while keeping other Japanese car dealers at restricted inventories.

McElwaine said, "Restricting the supply of merchandise for franchised Japanese-make dealers, while permitting an increase in shipments for distribution through competing GM dealers, constitutes restraint of competition."

He said GM, the U. S. Government and the Japanese Government could be the target of such a suit.

FTC orders Ford to prove quality claim

By Joseph Bohn
Marketing Editor

The FTC's Cleveland office is investigating Ford's advertising claims to superior quality — at the prompting of Chrysler.

An FTC spokesman was noncommittal about the investigation. But Ford confirmed it has been asked to turn over a study, made in January, 1983, of 14,000 new-vehicle owners who had had their vehicles for three months—upon which Ford's claim is based.

Ford Division has claimed its cars have 36 percent better quality than Chrysler's and 10 percent better quality than General Motors', based on the study.

Chrysler had earlier sought to consider the claim with a short-lived ad program and had also complained to the TV networks. Ford made minor modifications—adding a little more detailed explanation—in its TV commercials, as a result.

It still uses the signoff "Best Built American Cars" and "Best

Continued on Page 8, Col. 4

Chrysler beats the Big Apple

New York City Mayor Ed Koch, standing right, settled his debt with Chrysler Corp. Chairman Lee Iacocca, standing left, at the Alfred E. Smith Memorial Foundation's annual dinner at the Waldorf Astoria in New York. Koch and Iacocca bet about who would pay off their federally guaranteed loans first. Iacocca won in August and here Koch presents the payoff—a bushel of apples.

Domestic total is 235,334, up 40 pct. over '82

Auto sales strong in mid-October

By Jenny L. King
Staff Writer

Mid-October domestic new-car sales stayed in overdrive, with a 40.51-percent increase in volume following a 45.07-percent improvement the first 10 days of the month. General Motors sales, up by 45,000 units, provided the greatest boost for the combined surge.

This year's total climbed to 235,334 from the year-ago 167,485. It was best for the period since 1979 when 269,547 new cars were delivered. Alltime high for mid-October was 334,290 in 1971, and 1958 was the worst in modern times: 82,470.

In the nine-selling-days period, General Motors dealers retailed 143,368 new passenger cars, up 46.08 percent from 98,141 last year. Ford Motor Co. turned in a total of 55,658, up 36.01 percent from 40,922. Chrysler Corp. was up 23.51 percent, to 27,175 from 22,003.

American Motors released a sales estimate of 4,800, up 17.07 percent from the Automotive News estimate of 4,100 for the period in 1982. Volkswagen was up 10.69 percent, to 2,567 from 2,319, and Honda sales added to 1,766 in its first year on the domestic market.

• GM climbed to 60.92 percent of the market from 58.60 percent. Ford had 23.65 percent, down from 24.43 percent. Chrysler cornered 11.55 percent, down from 13.14 percent.

AMC dropped to 2.04 percent from 2.45 percent. VW claimed 1.09 percent, compared with 1.38 percent a year ago, and Honda held 0.75 percent of the current market.

AMC and Imperial were the only domestic makes with sales declines — 41.47 percent and 90.38 percent, respectively, and Imperial figures are sellouts as the cars and two AMC nameplates are no longer being built.

Chrysler sales were up 58.46 percent for mid-October, Dodge was up 32.80 percent and Plymouth was up 0.32 percent. Ford was up 32.80 percent, Mercury was up 57.52 percent and Lincoln was up 3.46 percent.

Buick was up 82.25 percent, Cadillac was up 9.95 percent, Chevrolet was up 29.27 percent, Oldsmobile was up 44.59 percent and Pontiac was up 69.07 percent.

Renault was up an estimated 56.10 percent and VW was up 10.69 percent in the mid-month period.

With nine selling days both this year and last, the daily rate was up 40.51 percent, to 26,148 from 18,609. Year-to-date sales were up 18.54 percent, to 5,408,459.

Annualized sales based on the Oct. 11-20 total were running at a rate of 8,039,000.

DOMESTIC SALES

	Oct. 11-20, 1983	Oct. 11-20, 1982
Renault Alliance	3,840†	2,460†
AMC	960†	1,640†
AMERICAN MOTORS	4,800†	4,100†
Chrysler	9,221	5,819
Imperial	5	52
Plymouth	7,456	7,432
Dodge	10,493	8,700
CHRYSLER CORP.	27,175	22,003
Ford	38,304	28,844
Mercury	14,156	8,987
Lincoln	3,198	3,091
FORD MOTOR	55,658	40,922
Buick	31,705	17,396
Cadillac	9,610	8,740
Chevrolet	43,114	33,351
Oldsmobile	37,888	26,203
Pontiac	21,051	12,451
GENERAL MOTORS	143,368	98,141
VOLKSWAGEN	2,567	2,319
HONDA	1,766	.....
U. S. INDUSTRY TOTAL	235,334	167,485

† Estimate

O'Gara shuts down showroom where it sold limos, exotic cars

By Matt DeLorenzo
Los Angeles Reporter

BEVERLY HILLS, Calif. — O'Gara Coach Co., which for the past 5½ years has sold limousines and exotic cars from its showroom on the corner of Rodeo Drive and Wilshire Blvd., is closing its doors forever Nov. 1.

It's not that the store is unprofitable, according to Ed O'Gara, the firm's owner. He estimates that the operation takes in between $7 million and $10 million a year.

"It's simply a matter of not being able to renegotiate the lease," O'Gara explained. And O'Gara Coach Co.'s closure does not mean O'Gara is getting out of the transportation business. The money used to run the store will be allocated elsewhere in businesses spawned by the coach company.

"We just feel our interest would be well served to concentrate on other things we have — the things over which we have some manufacturing control rather than being the intermediary," O'Gara said.

These "other things" are limousine and armored vehicle manufacturing, an aftermarket parts operation and an aircraft interior business, all of which began with selling high priced cars to the well-to-do from one of the most exclusive shopping areas in the heart of Beverly Hills.

"The business (O'Gara Coach Co.) served its purpose, it launched all these other activities," O'Gara said. "It made us aware of markets, customers and products. You don't find these things out by sitting in a vacuum."

• Although the flow of revenues from the retail store has been relatively constant, its contribution to the total revenues generated by all of O'Gara's enterprises has been shrinking.

That declining role, along with the fact the store was operating on a year-to-year lease arrangement, resulted in the decision to close. O'Gara admits it was a difficult decision.

O'Gara said the profit potential of the operation had limitations. "It's not like you're going to expand that activity. I doubt we could have done a $20 mil-

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Dingell wants to encourage states with financial carrot, stick

Bill would push seat-belt use laws

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A bill to encourage states to enact and enforce seat belt use laws and regulations and to require federal employes to use the seat belts in federal cars while on the job has been introduced by Rep. John Dingell, Michigan Democrat.

The Dingell bill authorizes $15 million for fiscal 1984. For fiscal years through 1990, the amount is $30 million and thereafter it is $20 million until fiscal 1996. A formula is used to allocate funds among the states.

While the bill does not mandate safety belt use laws, it does provide for a reduction in grants in fiscal year 1987 of 25 percent and in fiscal 1988 of 50 percent if a state fails to enact such a law and a total cutoff of grants in fiscal 1989 for such failure.

It is the states, not the federal Transportation Department, that developed the law, except there is to be a common denominator in some means of enforcement including reasonable fines and their mitigation at a court's discretion in the case of a traffic accident where a belt was used.

A condition of a grant to a state is that the appropriate state agency will work with insurance companies to negotiate a meaningful reduction in premiums for those committing themselves to wear safety belts while driving or riding in a car.

Dingell also commended the announcement of the Automobile Club of Michigan and League General Insurance Co. in Michigan to reduce rates for those who use seat belts. A proposed safety belt use law is being debated by the legislature in Michigan.

Dingell also stressed that using belts remained extremely important whatever the government might decide to do about passive restraints, especially because air bags cost much more and protect only in frontal or off-frontal collisions.

The Dingell bill also directs DOT to develop and carry out a broad educational program to encourage belt use.

This would stress the benefits to employers in cost savings from their workers who use belts and would call for public service promotional campaigns drawn from the "conscience and goodwill" of auto makers, insurance firms, TV, radio, newspapers, movies, magazines, labor, consumers, legal organizations, health care groups and assorted national and community groups.

It also provides a procedure to educate the public on the use of belts to ensure safety and comfort.

One of the problems with the Dingell bill that is likely to be raised is that it is drafted to be

Continued on Page 4, Col. 1

TOP CARS

U. S. registrations for the first seven months of 1983. Registrations not available for Oklahoma.

1983 Position				1982 Position
1—	741,897	Chevrolet	707,150—	1
2—	576,394	Ford	520,441—	2
3—	546,349	Oldsmobile	437,914—	3
4—	461,888	Buick	395,178—	4
5—	316,900	Toyota	305,201—	5
6—	304,343	Nissan	257,314—	7
7—	283,845	Pontiac	265,541—	6
8—	222,054	Honda	212,654—	8
9—	216,948	Mercury	184,599—	9
10—	181,024	Dodge	143,201—	11
11—	161,806	Plymouth	146,993—	10
12—	160,991	Cadillac	130,136—	12
13—	143,446	Chrysler	91,681—	13
14—	99,153	Mazda	86,824—	14
15—	83,198	Subaru	77,770—	16
16—	79,791	Volkswagen	85,181—	15
17—	77,295	Alliance	.....	...
18—	54,542	Volvo	44,704—	19
19—	53,056	Lincoln	45,183—	18
20—	40,888	Mercedes	37,089—	20
21—	34,040	AMC	51,774—	17
22—	31,453	BMW	27,572—	21
....	.....	Audi	25,470—	22
	176,129	Other Imports	123,253	
	443	Misc. Dom.	1,607	
	5,047,873	TOTAL	4,404,430	

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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Riviera roof from SKY-TOP

SKY-TOP Sunroofs, Ltd., St. Louis, is marketing this power moonroof to fit the 1984 Buick Riviera. The electric moonroof includes features such as an automatic wind deflector, stainless steel frame and matching trim ring and a privacy sunshade.

DeLorean drug trial postponed indefinitely

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. —U. S. District Judge Robert M. Takasugi indefinitely postponed John Z. DeLorean's drug-trafficking trial here after CBS News and its local affiliate, KNXT, showed government videotapes of the sting operation.

Takasugi also suspended a hearing into the admissibility of two lie detector tests, one administered to the former auto maker by a defense-hired expert and the other by the FBI at the behest of the government.

The hearing will be resumed Nov. 8, at which time Takasugi is expected to decide on a new trial date.

In postponing the trial, Takasugi criticized CBS for showing the tapes and said the network's interference may have "a devastating effect" on the case.

The network and local station allegedly received the tapes from Hustler magazine publisher Larry Flynt. Flynt told a news conference that he got the tapes from someone within the government.

The U. S. Attorney's office vigorously denied that allegation and countered that the tapes may have come from the defense.

As part of the discovery process in the case, the government had given copies of the videotapes showing DeLorean dealing with undercover agents to the defense so DeLorean's attorneys could prepare their case.

Copies of the tapes are also reportedly in the possession of

Continued on Page 4, Col. 1

2 federal groups sued; 55-MPH laxity charged

WASHINGTON. — Two consumer groups and a resident of Massachusetts have sued NHTSA and the Federal Highway Administration (FHWA) over failure to enforce the national 55-MPH speed limit and assess penalties against Massachusetts.

The Center for Auto Safety and Ralph Nader's Public Citizen group have asked a federal district court in the District of Columbia to force FHWA to withhold up to 5 percent of certain classes of federal highway money from Massachusetts for fiscal 1984 and not to approve future federal-aid projects for the state.

In the alternative, says the suit, NHTSA and FHWA should decide within 10 days whether to accept the state's certification that it enforced the national speed limit in fiscal 1982. Under the law, states must certify that no more than half the vehicles exceed the national speed limit or risk certain penalties.

Last March, former NHTSA head Raymond A. Peck and FHWA head Ray Barnhart told the state that the level of noncompliance could be as high as 56.3 percent and proposed to find the state in violation of the law.

Despite this finding, says the suit, FHWA in early October apportioned to Massachusetts its full share of federal highway money. FHWA and NHTSA acted illegally by failing to decide whether financial sanctions were needed before making that apportionment, according to the suit.

The Reagan Administration came into office with the promise to repeal the 55-MPH national speed limit, but the speed limit is still part of the Federal-Aid Highway Act.

The suit contends that FHWA and NHTSA failed to reach a decision on the Massachusetts certification, failed to assess penalties or get the state to comply and that this increases the risk of death and injury to people living or traveling in the state.

The suit was filed on the eve of the Senate confirmation hearing about Diane Steed becoming the head of NHTSA.

American Center sold by AMC for $51 million

SOUTHFIELD. — American Motors received $51 million for its corporate headquarters building here. The sale was finalized Oct. 21.

Purchasers were the Hall Real Estate Group, Dallas, owned by Craig Hall; Michigan developer Martin Ross, and Detroit attorney Erwin Ziegelman.

AMC agreed to the sale to help finance its future product plans. It will continue to occupy about 35 percent of the 25-story American Center complex.

Other offices occupy the rest of the building. Ninety-four acres of adjacent land were included in the sale.

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59th year — No. 4993

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August total tops '82 by 23 pct.

Month's registrations best since '79

By Jenny L. King
Staff Writer

New-car registrations in August were highest for that month in four years and they beat out August, 1982, by the wide margin of 23.27 percent.

The August total was third best so far this calendar year, behind June and July, according to figures compiled by R. L. Polk & Co.

Registrations of new domestic and imported cars reached 773,362 in August, up 23.27 percent over 627,374 a year earlier, and down 1.98 percent from 789,016 in July of this year.

It was the strongest showing for an August since 1979 when 877,157 cars were registered. In 1978, the record for the month was established: 1,060,588 units.

Domestic registrations numbered 527,282, up 27.65 percent from 413,084 a year earlier. However, they were down more than 34,000 units from July, 1983, when 561,481 new cars were registered.

Imports were up 14.83 percent in numbers — to 246,080 from 214,290—but dropped 2.34 percentage points in penetration, to 31.82 percent from 34.16 percent.

General Motors, Ford Motor Co. and Chrysler Corp. were quick to snap up that lost share. GM was up 2.09 percentage points this August compared with 1982, Ford gained 0.28 percentage points and Chrysler was up 0.35 percentage points.

• American Motors, for which R. L. Polk records only AMC products and no U. S. Renaults as domestics, was down to 0.36 of the total from 0.71 percent,

Continued on Page 45, Col. 1

NEW-CAR MARKET SHARES IN U. S.

	AUGUST					EIGHT MONTHS				
	Regis., August, 1983	Percent Share of Market	Regis., 8 mos., 1983	Percent Share of Market	Pct. Pt. Change '83 vs. '82	Regis., August, 1982	Percent Share of Market	Regis., 8 mos., 1982	Percent Share of Market	Pct. Pt. Change '83 vs. '82
Chevrolet	115,306	14.91	94,765	15.11	— 0.20	557,203	14.73	801,915	15.94	— 1.21
Ford	84,572	10.93	71,548	11.40	— 0.47	660,966	11.36	591,989	11.77	— 0.41
Oldsmobile	77,894	10.07	55,481	8.84	+ 1.23	624,243	10.72	493,395	9.81	+ 0.91
Buick	68,854	8.90	54,770	8.73	+ 0.17	530,742	9.12	449,948	8.94	+ 0.18
Pontiac	47,200	6.11	35,449	5.65	+ 0.46	331,045	5.69	300,990	5.97	— 0.28
Mercury	35,312	4.57	23,885	3.81	+ 0.76	252,260	4.33	208,484	4.14	+ 0.19
Dodge	24,289	3.14	18,346	2.93	+ 0.21	205,313	3.52	161,547	3.21	+ 0.31
Cadillac	23,746	3.07	16,566	2.64	+ 0.43	184,737	3.17	146,702	2.92	+ 0.25
Plymouth	21,189	2.74	14,146	2.25	+ 0.49	164,635	2.83	105,827	2.10	+ 0.73
Chrysler	19,172	2.48	17,742	2.83	— 0.40	180,978	3.11	164,735	3.28	— 0.17
Lincoln	6,932	0.90	5,724	0.91	— 0.01	59,988	1.03	50,907	1.01	+ 0.02
AMC	2,778	0.36	4,444	0.71	— 0.35	36,818	0.63	56,218	1.12	— 0.49
GENERAL MOTORS	333,000	43.06	257,031	40.97	+ 2.09	2,527,970	43.43	2,192,950	43.58	— 0.15
FORD MOTOR CO.	126,816	16.40	101,157	16.12	+ 0.28	973,214	16.72	861,380	16.92	— 0.20
CHRYSLER CORP.	64,650	8.36	50,234	8.01	+ 0.35	550,926	9.46	432,109	8.59	+ 0.87
AMC	2,778	0.36	4,444	0.71	— 0.35	36,818	0.63	56,218	1.12	— 0.49
IMPORTS	246,080	31.82	214,290	34.16	— 2.34	1,731,826	29.75	1,497,322	29.75	.....
MISCELLANEOUS	38	.....	218	0.30	— 0.03	481	0.01	1,825	0.04	— 0.03
TOTAL	773,362		627,374			5,821,235		5,031,804		

Automotive News analysis of new-car registration based on R. L. Polk & Co. statistical report.

He 'diverted' $8.5 million, court papers say

Documents trace DeLorean funds

Continued from Page 1

mittee as part of an adversary proceeding arising from the bankruptcy matter. In that suit DeLorean, several of his companies and attorney Thomas W. Kimmerly were charged with fraud and conversion in connection with the missing money.

• In the lawsuit, the creditors committee has sought to keep the assets of DeLorean - owned Logan Mfg. Co. frozen. Investigators have for some time suspected John DeLorean used funds diverted from the sports-car project to acquire Logan in 1979 (Automotive News, March 28, 1983).

In 1978, 132 investors assembled by Oppenheimer & Co. formed the DeLorean Research Limited Partnership (DRLP) and raised about $18.5 million for development work on the sports car, then codenamed the DMC-12.

DRLP then paid $12.5 million to a mysterious Panamanian company, GPD Services, Inc., which was contracted to perform the work.

The British government, through DMC's Belfast subsidiary DeLorean Motor Cars, Ltd., paid an additional $5.15 million to GPD. GPD then subcontracted the work to Colin Chapman and Lotus Cars, but none of the $17.65 million paid to GPD ever found its way into the car project or Lotus coffers.

Much of the evidence presented in court last week came from the files of Swiss attorney Jacques Wittmer. Wittmer represented DMC, DRLP and DMCL in the October, 1978, negotiations.

He became the subject of a legal battle earlier this year in U.S. Bankruptcy Court here. The creditors committee of bankrupt DMC sought court permission to waive the attorney-client privilege.

His files were made available to Price Waterhouse, the creditors committee and DRLP attorneys only after the partnership removed DMC as general partner and appointed a trustee who then waived the client-attorney privilege on behalf of DRLP.

Other evidence came from more than 60 cartons of company files which were hidden in John DeLorean's Bedminster (N. J.) estate and were obtained by the creditors committee last month after a federal judge in New York issued a subpena authorizing the committee to search the house and remove hidden company documents.

Based on the new evidence from the Wittmer files and Bedminster files plus previously introduced evidence, it appears the GPD mystery is all but solved.

DRLP paid GPD $8.5 million in October, 1978, and an additional $4.0 million the following January. In October, John DeLorean and GPD's Marie-Denise Juhan - Perrin established an $8.5 million escrow account which Wittmer administered.

In June, 1979, John DeLorean acquired Logan from Thiokol Corp. with a $6 million loan from Continental Illinois Bank & Trust Co.

In September, 1979, DeLorean gave Swiss bank Rothschild A.G. documents authorizing it to receive the $8.5 million plus accrued interest from the escrow account from Wittmer.

Rothschild presented the documents to Wittmer and he complied with DeLorean's instructions and wire-transferred $9.3 million to a Rothschild account at Chase Mahattan Bank in New York.

The next month, DeLorean obtained an $8.9 million loan from Rothschild in Zurich, through its correspondent bank Pierson, Heldring & Pierson in The Netherlands. The very favorable loan terms, 4.5 percent interest with no payments on either principal or interest due for 10 years, is known as a "super balloon" loan.

Price Waterhouse partner Yale Levin last week filed an affidavit which said there is "probable cause" to believe the sports-car money which went to Rothschild was used as security for the loan to DeLorean.

DeLorean used the $8.9 million to pay off an outstanding personal loan and to pay in $7.5 million in newly created preferred stock to his wholly owned company Cristina, a Nevada corporation. Cristina owns Logan, and used the $7.5 million to pay off the Continental loan and reduce the outstanding working capital loan the company had with Continental.

The creditors committee and DRLP each believe they may have a claim on Logan and other personal assets of John DeLorean because it appears company money may have been used for the purchase of Logan.

Investigators believe Colin Chapman, late founder and chairman of Lotus, pocketed at least the $5.15 million paid to GPD by the British government. That leaves no more than $4.0 million of the missing $17.65 million unaccounted for. Some investigators now believe that associates of DeLorean and Chapman may have divided the remaining money.

Automotive News has learned there is additional evidence, purported to be notes handwritten by John DeLorean in October, 1978, which details a plan whereby a DeLorean-owned company would have used DRLP money to acquire Lotus. The plan was either one that never came to fruition or "an elaborate ruse" to cover the real deal, according to Automotive News sources.

Although the examiner and the creditors committee have been successful in finding the "smoking gun," the federal grand jury investigation into GPD and other DMC matters is bogged down in paperwork and making little or no progress, according to Automotive News sources.

Big Three report record earnings

Continued from Page 1

heavy launch costs, the two volume leaders—Ford and GM—didn't bring out any big-volume all-new cars in the U.S. last quarter.

And demand was so heavy that all the auto makers kept downtime to a minimum and shipped every car they could build, adding to profits.

Auto analysts generally agree the fourth quarter will see another round of record profits, but they hedge on whether the full year will be an alltime high.

Auto Historians elect Conde, present awards

HARRISBURG, Pa. — John A. Conde was elected president of the Society of Automotive Historians at the group's annual dinner meeting here.

Conde is a retired American Motors public relations executive and curator of the Transportation Section of the Henry Ford Museum. He succeeds Dr. David L. Lewis, of the University of Michigan.

Walter E. Gosden was elected vice president. Reelected secretary and treasurer, respectively, were Charles L. Betts Jr. and George B. P. Ward Jr. Elected to the board of directors were: Lewis; Thomas E. Warth, of Osceola, Wis., and R. Perry Zavitz, of London, Ont.

Henry Austin Clark Jr. was the recipient of the Automotive History Award.

The James J. Bradley Award was presented to Helen Jones Early, of Oldsmobile, for her more than 40 years of collecting and preserving automotive historical material.

GM and UAW may begin talks early in Canada

By Marjorie Sorge
Labor Editor

General Motors of Canada and the UAW may begin bargaining early on non-economic issues.

The current contract expires in September, 1984. Bargaining would normally begin in June or July. No date has been set for early talks.

The major non-economic issue is the need for an affirmative action program in the GM plants, according to the UAW.

"Women are under-represented in most of the GM plants," said Robert Nickerson, UAW administrative assistant. "An affirmative action program with input from the union can help make up that difference."

According to a UAW spokesperson, if the issue is raised at GM, it is likely it will be raised at Ford. However, Ford has not yet been contacted, she said.

Rod Andrew, GM of Canada director of personnel, said the company is trying to get more women in the plants and is also trying to meet more frequently with the UAW to solve potential problems.

The number of women employed in the auto industry in Canada dropped from 12.3 percent in March, 1982, to 6.2 percent in March, 1983, according to UAW reports.

Other issues likely to be discussed if early talks are called include the union counseling program and preferential hiring.

6 dealerships join Chicago C-P group

CHICAGO. — Six dealerships, five of them new outlets, have joined the Chicagoland Chrysler-Plymouth Dealers Assn. The group now has 45 members, highest since the mid-1970s.

The new dealerships are Hanley Dawson Chrysler-Plymouth, Ed & Sam Motors, Quality Chrysler - Plymouth and Marquette Park Chrysler-Plymouth, all of Chicago, and Harvey Chrysler-Plymouth, Harvey. The established outlet joining the group for the first time is Bozak Motors, Merriville, Ind.

Connecticut questions BBB procedures

Doubt cast on mediation programs

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — The Connecticut attorney general has given the state's Better Business Bureau 60 days to bring its mediation and arbitration program into compliance with FTC regulations under the 1975 Magnuson-Moss warranty law.

Currently using BBBs for arbitration are Nissan, Volkswagen of America, Jaguar and possibly General Motors for its '84 models.

BBBs also are scheduled to be used if and when the FTC gives final approval to a major tentative settlement with GM over problems involving Type 200 transmissions, diesel engines and premature camshaft wear potentially involving some four million cars.

Joseph L. Lieberman, Connecticut attorney general, wrote FTC Chairman James Miller III that this raised serious questions about the advisability of final acceptance of the GM consent order.

While the consent order does not require the BBB to meet warranty requirements, Lieberman urged reconsideration of the decree because it will put too much stress on BBBs while they are struggling to meet federal standards, especially because millions of car owners may be involved in technically complicated product decisions.

• Meanwhile, Connecticut consumers wishing to exercise their rights under the lemon law or the federal warranty law must be told of the inadequacy of the state BBB program.

The Connecticut lemon law went into effect Oct. 1, 1982.

Lieberman warned that unless the BBB acts to improve its arbitration procedures, consumers may be misled or deceived as to their legal rights and this would be a deceptive trade practice under both Connecticut and federal law.

Assistant Attorney General Garry Desjardins issued an evaluation of the procedure, and its recommendations have been accepted by Lieberman.

The report deals with the second program operated by the BBB—one that purports to meet the FTC warranty regulations issued in July, 1976, under which Nissan, VW and Jaguar operate and the one which GM plans for its '84 models.

But the report notes that that program is not mandatory and neither GM nor the BBB claim that the procedure is in accord with either the lemon law or the FTC warranty regulations.

The lengthy report finds that the state BBB program — the same as the the BBB national program—fails in a number of areas: In its written operating procedures, compliance with the 40-day time limit, giving the consumer adequate notice of alternatives to the oral hearing, exclusion of consequential damages, sufficiency and training of arbitration pools, use of technical advisers and record keeping.

The report notes that the program is nationwide, not statewide. Therefore, the report says, before resorting to litigation, the FTC in Washington "may be the proper agency to make ultimate decisions as to program compliance," especially since certain issues "are not dealt with explicitly in the regulation and involve questions of interpretation." FTC has the authority to take remedial action.

Two major problems found by the state investigators were delay and potential shortage of volunteer arbitrators especially needed to handle complaints about GM defects for transmission and diesel problems which are so complex as to require technical assistance for consumers facing the expertise of manufacturers and dealers.

FTC orders Ford to back up ad claim of higher quality

Continued from Page 2

Built American trucks" in all its ads.

Thomas Gorcyca, consumer research manager of Ford's North American Automotive Operations, said various studies for the past three years showed it topping competitors in quality—and the company finally decided to go public with the claim.

Chrysler had tried to get a copy of Ford's survey, but Ford refused to turn it over. Ford has, however, complied with the FTC request for the study and other data backing its claim.

Gorcyca said the FTC was only doing its job by reviewing comparative claims like Ford's. He added that the questionnaire had been reviewed by the Better Business Bureau and others, which ok'd it.

He added that Ford didn't send the questionnaire out for purposes of making an ad claim. It is a routine, yearly study "paid for by our manufacturing people (parts and service)" to check on the company's own quality progress.

Ford's study was handled by Product and Consumer Evaluation, Farmington Hills, Mich., an independent firm. It was basically commissioned to confirm an earlier study by Rogers National Research, a confidential researcher used by other auto firms.

Chrysler still feels that — no matter how accurate the survey—the 170 individual points covered don't justify the general conclusion drawn.

General Motors stayed out of the fray, but did launch a new ad in its ongoing corporate campaign, the seventh in a series, which uses the headline, "In the ultimate test of quality, people choose GM."

The ad could be interpreted as a rebuttal to Ford. A GM spokesman pointed out that six other ads were all geared to quality.

New-car total hits 773,362

August registrations are highest since '79

Continued from Page 3

and the final category, miscellaneous domestics, with 38 August registrations, lost all its wind and dropped from 0.03 percent to zero percent.

Of note was the ascent of Chrysler over Plymouth for the month: Chrysler pushed into ninth place, Plymouth was in 10th.

In spite of their drop, imports still accounted for the largest segment of the total market in August, 31.82 percent (246,080 in number). Intermediates were next with 26.18 percent (202,477), followed by compacts at 16.36 percent (126,643), standards at 12.11 percent (93,643), subcompacts at 8.54 percent (66,069) and luxury cars at 4.97 percent (38,450).

Of the domestics-only market, intermediates had 38.40 percent, compacts had 24.02 percent, standards had 17.76 percent, subcompacts had 12.53 percent and luxury models had 7.29 percent.

In August, 1982, market class alignment featured imports with 34.16 percent (214,290 units); intermediates at 20.08 percent (125,993); compacts at 15.82 percent (99,254); subcompacts at 14.70 percent (92,220); standards at 10.65 percent (66,811), and luxuries at 4.59 percent (28,806).

New-car registrations for the first eight months of this calendar year were up 15.69 percent from the 1982 level, climbing to 5,821,235 from 5,031,804. Two years ago the total was 5,801,537, making the current sum up 0.34 percent in comparison.

Domestic year-to-date registrations of 4,089,409 were up 15.70 percent from 3,534,482 a year earlier, and off 0.63 percent from 4,114,206 two years ago.

Chrysler Corp. was the only maker to improve its standing for the period. It was up 0.87 percentage points, to 9.46 percent from 8.59 percent. GM was off 0.15 percentage points, Ford was down 0.20 percentage points, AMC dropped 0.49 percentage points and miscellaneous domestics shrank to 0.01 percent from 0.04 percent. Imports remained at 29.75 percent of the total market.

Excluding imports, GM products represented 61.82 percent of the total, Ford had 23.80 percent, Chrysler had 13.47 percent, AMC had 0.90 percent and miscellaneous domestics had 0.01 percent.

factories list auction dates

General Motors

Nov. 1—South Seattle Auto Auction, Kent, Wash.

Nov. 3—Aptco Auto Auction, Taylor, Mich., and Florida Auto Auction of Orlando, Orlando.

Nov. 9—Golden Gate Auto Auction, Fremont, Calif.; Arena Auto Auction, Chicago, Ill., and Hatfield Auto Auction, Hatfield, Pa.

Nov. 10—166 Auto Auction, Springfield, Mo.

Nov. 15—Southern Auto Auction, E. Windsor, Conn.

Nov. 16—Northstar Auto Auction, Shakopee, Minn.

Nov. 17—Nashville Auto Auction, Nashville, Tenn., and Dallas Auto Auction, Dallas, Tex.

Nov. 30—Metro Auto Auction, Kansas City, Mo.; Clanton's Auto Auction, Darlington, S. C., and Brasher's Auto Auction, Fontana, Calif.

Used Car Sales
Auction Averages

October	$5,241
Month ago	$5,190
Year ago	$4,513

Model breakdown
Auction Averages

	OCTOBER	SEPTEMBER	AUGUST
1983	$10,112	$ 9,960	$10,166
1982	7,653	7,629	7,702
1981	6,114	6,179	6,158
1980	5,185	5,193	5,129
1979	4,386	4,613	4,577
1978	3,316	3,405	3,579
1977	2,365	2,523	2,781
1976	1,868	1,811	1,926
Overall Average	$ 5,241	$ 5,190	$ 5,159

GMAC profits are $242 million, 3rd-quarter peak

DETROIT. — General Motors Acceptance Corp. reported another record-setting quarter, with improvement in all its segments: Financing, insurance and leasing.

Net income of $242.5 million set a record for the third quarter and was the third-highest quarter ever. The two more profitable quarters were the first quarter of this year ($257.1 million) and the second quarter of this year ($250.9 million).

That means GMAC has made profits of $750.5 million this year — more than it made in its first 45 years of operations combined, a GMAC spokesman said. GMAC is now in its 64th year.

Earnings for the third quarter were 22 percent higher than 1982's $198.9 million, the previous third-quarter record. GMAC credited lower borrowing costs, higher levels of earning assets, higher investment income from Motors Insurance Corp. and improved underwriting results.

GMAC financed 40 percent of GM dealers' retail sales during the third quarter.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report

AUGUST '83 VS. AUGUST '82

	1983 Month	1983 Year	1982 Month	1982 Year
AMC Spirit	266	4,434	905	12,954
Concord	336	8,777	1,161	14,219
Concord SW	191	3,931	435	5,777
Eagle 4WD	240	2,404	317	4,023
Eagle 4WD SW	1,243	12,757	1,141	11,647
Eagle SX4 4WD	502	4,515	485	7,598
TOTAL AMC	2,778	36,818	4,444	56,218
Chrysler LeBaron FWD	5,168	46,442	6,309	52,609
LeBaron SW FWD	1,203	7,266	1,037	4,802
E-Class/NY FWD	7,384	46,783		
Cordoba	729	9,301	1,259	9,731
NY Fifth Ave.	6,646	53,676	5,418	36,818
Imperial	59	1,167	123	1,867
Total	21,189	164,635	14,146	105,827
Plymouth Horizon FWD	5,046	35,149	5,670	51,701
Turismo FWD	2,916	23,470	550	3,791
Reliant FWD	7,030	80,015	7,274	69,361
Reliant SW FWD	3,522	31,532	2,950	27,847
Gran Fury	658	10,812	1,298	12,035
Total	19,172	180,978	17,742	164,735
Dodge Omni FWD	4,489	31,502	4,990	43,894
Charger FWD	4,279	29,124	854	7,365
Aries FWD	5,240	57,362	5,096	49,422
Aries SW FWD	2,768	25,066	2,410	22,456
Dodge 400 FWD	2,312	22,037	2,364	16,852
Diplomat	2,136	17,457	2,095	16,713
Diplomat SW			5	67
Mirada	365	3,616	532	4,778
Dodge 600 FWD	2,700	19,149		
Total	24,289	205,313	18,346	161,547
TOTAL CHRYSLER CORP.	64,650	550,926	50,234	432,109
Ford Escort FWD	16,882	168,836	20,926	171,381
Escort SW FWD	5,338	57,827	6,089	53,994
EXP FWD	2,045	16,614	2,558	26,985
Fairmont	1,409	44,570	8,639	81,108
Fairmont SW			32	1,997
Tempo FWD	16,922	39,348		
Granada			5,034	48,450
Granada SW			3,677	26,802
LTD	8,541	75,205		
LTD SW	3,524	30,444		
LTD '82			6,754	34,967
LTD Crn. Victoria	5,952	66,769	3,867	28,612
LTD Crn. Victoria SW	1,177	14,281	1,534	13,887
Mustang	8,743	77,660	8,774	75,430
Thunderbird	13,979	69,412	3,564	28,376
Total	84,572	660,966	71,548	591,989
Lincoln Town Car	3,534	31,450	2,842	21,499
Mark VI	2,450	18,760	1,768	15,725
Continental	948	9,778	1,114	13,683
Total	6,932	59,988	5,724	50,907
Mercury Lynx FWD	5,612	43,141	6,198	50,538
Lynx SW FWD	1,300	12,157	1,394	13,428
LN7 FWD	323	4,375	744	9,386
Capri	1,735	15,379	2,119	18,940
Zephyr	270	12,891	2,023	25,661
Zephyr SW			11	785
Topaz FWD	5,473	12,293		
Marquis '82			2,636	22,459
Cougar '82			1,195	10,954
Cougar '82 SW	3,754	31,920		
Marquis '83 SW	1,351	10,661		
Marquis '83			799	5,860
Marquis Brougham '82			1,570	11,806
Grand Marquis	5,345	57,273	3,045	22,005
Marquis '82 SW/G Marquis SW	787	8,645	867	6,407
XR7	9,332	43,525	1,284	10,255
Total	35,312	252,860	23,885	208,484
Lincoln Mercury Div. Total	42,244	312,248	29,609	259,391
TOTAL FORD MOTOR CO.	126,816	973,214	101,157	851,300

	1983 Month	1983 Year	1982 Month	1982 Year
Buick Skylark FWD	7,827	70,930	10,737	98,340
Skyhawk FWD	5,201	42,747	4,294	23,603
Skyhawk SW FWD	810	7,343		
Century FWD	13,779	85,816	7,503	53,704
Regal	16,471	139,448	15,306	135,246
Regal SW	1,245	10,240	1,239	9,765
LeSabre	3,674	26,266	2,703	19,164
LeSabre Limited	8,171	56,746	5,498	38,558
Electra	6,465	48,890	3,724	34,922
Buick SW	1,464	12,729	1,191	9,701
Riviera FWD	3,747	29,587	2,575	26,945
Total	68,854	530,742	54,770	449,948
Cadillac deVille	11,124	83,706	8,506	67,233
Cimarron FWD	1,492	13,196	926	8,073
Fleetwood & Chas.	2,885	26,948	2,309	23,507
Eldorado FWD	5,770	41,972	3,777	34,574
Seville FWD	2,475	18,915	1,148	13,315
Total	23,746	184,737	16,566	146,702
Chevrolet Chevette	14,055	118,401	19,905	151,425
Camaro	15,130	115,388	16,160	115,870
Cavalier FWD	16,582	112,447	5,550	56,574
Cavalier SW FWD	7,327	43,387	1,666	16,443
Citation FWD	5,400	68,309	12,753	127,530
Malibu	4,862	35,977	4,710	46,890
Malibu SW	4,613	36,090	3,419	27,379
Celebrity FWD	16,221	98,525	6,584	51,977
Monte Carlo	7,946	61,906	6,870	54,669
Impala	4,858	32,048	4,077	36,245
Caprice	10,751	80,254	7,739	63,233
Chevrolet SW	4,937	37,989	3,578	28,849
Corvette	2,624	16,482	1,754	14,831
Total	115,306	857,203	94,765	801,915
Oldsmobile Omega FWD	3,906	36,995	5,159	48,580
Firenza FWD	2,334	21,462	2,322	14,220
Firenza SW FWD	1,005	8,668		
Cutlass Ciera FWD	16,823	107,963	6,573	47,005
Cutlass Sup/Calais	22,493	190,810	18,446	170,655
Cutlass SW	1,951	15,153	1,445	13,920
Delta 88	594	5,884	598	6,106
Delta Royale	14,706	126,083	12,642	94,608
98	9,319	70,788	4,855	51,028
Oldsmobile SW	1,929	17,035	1,377	12,907
Toronado FWD	2,834	23,402	2,064	20,466
Total	77,894	624,243	55,481	493,395
Pontiac 1000	3,016	23,049	3,547	32,771
Firebird	7,413	59,635	8,470	63,956
2000 FWD	6,143	49,380	3,475	29,291
2000 SW FWD	1,381	8,320	583	4,917
Phoenix FWD	1,712	18,530	3,108	33,327
Bonneville	6,174	42,058	4,768	39,463
Bonneville SW	1,571	10,284	1,139	9,723
6000 FWD	8,621	53,154	3,842	27,233
Grand Prix	8,257	57,149	6,442	56,382
Catalina			6	433
Bonneville '81	921	2,126	25	1,631
Bonneville Brougham '81	1,402	5,216	40	1,412
Pontiac SW	589	2,144	5	451
Total	47,200	331,045	35,449	300,990
TOTAL GM CORP.	333,000	2,527,970	257,031	2,192,950
(Checker)	3	242	201	1,611
Miscellaneous Domestic	38	481	218	1,825
Domestic Station Wagon Total	51,226	423,949	38,518	334,905
Domestic Grand Total	527,282	4,089,409	413,084	3,534,482
Import Total	246,080	1,731,826	214,290	1,497,322
Grand Total All Registrations	773,362	5,821,235	627,374	5,031,804

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations not available for Oklahoma.

Makers schedule 167,452 for week

Car production highest in 2½ years

By Mary Beth Mayer
Staff Writer

Estimates by the domestic auto makers made last week the best week for car production in nearly 2½ years.

Output was targeted at 167,-452, the highest total for any week since 172,443 cars were completed the week ending May 16, 1981.

The week's total topped the previous week's output of 160,-611 by 4.26 percent and was 58.61 percent above the year-ago week's 105,580.

Breakdown for the week by company was: General Motors, 54.05 percent; Ford Motor Co., 24.73 percent; Chrysler Corp., 15.05 percent; American Motors, 3.73 percent; Volkswagen of America, 1.54 percent, and Honda, 0.90 percent.

So far this year, there have been 5,535,164 cars completed, up 28.29 percent from 4,314,574 units finished at this time in 1982.

GM's Tarrytown, N. Y. (Citation, Phoenix), and Willow Run, Mich. (Skylark, Omega), plants are due back today (Oct. 31) after two weeks of downtime because of a parts shortage.

Sixteen auto assembly points worked overtime last week.

GM had four facilities working two shifts last Saturday (Oct. 29). Working Saturday hours were Detroit, Flint (B-D line), Lansing (B-D and G lines) and Oklahoma City.

Working extra daily and Saturday hours for Ford last week were Atlanta, Chicago, Edison (N. J.), Kansas City, Lorain (O.) and St. Louis. Ford's Wayne point worked extra daily hours only.

Chrysler's four facilities put in extra daily time last week. Belvidere (Ill.), Newark (Del.) and St. Louis No. 1 operated two 9-hour shifts while Jefferson (Detroit) worked two 8½-hour shifts.

AMC had its Kenosha plant working last Saturday. AMC has increased its Alliance and Encore output from 900 per day to 1,150.

Ford plans daily extra hours this week for Atlanta, Chicago, Edison, Kansas City, Lorain, St. Louis and Wayne. Chicago, Edison, St. Louis and Wayne are also slated to work Saturday (Nov. 5).

This week, Chrysler has scheduled its four plants to follow the same daily overtime schedules as last week. In addition, two 8-hour Saturday (Nov. 5) shifts will be worked at Belvidere, Newark and St. Louis.

Nissan hike averages $399 on 1984 cars and trucks

CARSON, Calif. — Nissan U.S.A. has raised prices an average of $399, or 4.2 percent, on its 1984 cars and trucks.

The average would be considerably lower were it not for substantial boosts of $600 to $1,200 on the high-volume 300-ZX sports cars and hikes of $530 and $640 on the Maxima four-door sedan and wagon.

Aside from those models, most of the Nissan increases range from $200 to $350.

Nissan's price leader for '84 is the Standard two-door sedan in the best-selling Sentra line. It's $5,199, up $200. The Deluxe two-door is $6,349 and the Deluxe four-door is $6,549. Both are up $250.

Biggest increase in the Sentra line is $450 on the XE two-door hatchback. The '84 model is $7,-449, a boost of $450.

There were hikes of $400 on the XE hatchbacks in the Stanza series. The two-door is $8,299 and the four-door is $8,499. The new Stanza GL four-door sedan is $9,099. The Pulsar NX coupe is $7,749, up $350.

The Maxima four-door sedan is $11,399 (up $530) and the Maxima four-door wagon is $12,799 (up $640).

Prices of the 300-ZX (Automotive News, Oct. 24) are $15,-799 for the coupe, $16,999 for the 2+2 coupe and $18,199 for the Turbo Coupe. The increases are $1,000, $1,200 and $600, respectively.

The 200-SX will be priced when it is introduced next spring.

Nissan's lowest-priced pickup truck is a regular-bed model at $5,999. Other models range from $7,195 to $9,745.

The Deluxe regular bed is $7,195 and the Deluxe long bed is $7,345. Both are up $350. The Deluxe King Cab, at $7,795, is also up $350.

On four-wheel-drive pickups, there were hikes of $250 each on the Deluxe regular bed, now $8,-995; the Deluxe long bed, now $9,145, and the Deluxe King Cab, now $9,595.

At the top of the line is the 4x4 regular bed Sport Truck at $9,745, unchanged from '83.

Truck production climbs; 10 plants work overtime

With 10 assembly plants working extra hours last week, domestic truck production was targeted at 57,465, leading both the week-ago and year-ago totals.

The week's total was 2.94 percent better than 55,826 trucks finished in the previous week and 48.48 percent ahead of 38,-703 units built last year.

Year-to-date, there have been 1,959,290 trucks built, a 19.75 percent improvement over the 1,636,282 last year.

General Motors' Pontiac No. 6 point returned to work last week after being closed a week for inventory adjustment.

GM had three truck plants working last Saturday (Oct. 29). GM's Flint No. 1 and Detroit plants were on one shift Saturday, while Lordstown (O.) and Flint No. 2 put in two shifts.

All six of Ford's truck facilities were on overtime last week. Kansas City, Lorain (O.), Norfolk (Va.), Wayne (Mich.) and Twin Cities (Minn.) put in daily and Saturday extra hours last week, while Louisville worked extra daily hours only.

This week, Ford plans overtime during the week at Kansas City, Lorain, Norfolk, Wayne and Twin Cities. Lorain and Wayne will work Saturday (Nov. 5) as well.

Ford has announced that it will boost production at its Louisville plant in mid-February by 35 percent.

Canadian output of cars, trucks rises for week

Last week's Canadian car production was targeted at 20,289, up 1.86 percent from the 19,919 units assembled the week before, but down 7.85 percent from the 22,016 built in the year-ago period.

So far this year, the manufacturers have completed 789,986 cars, leading the year-ago output of 711,176 by 11.09 percent.

The truck makers estimated last week's production at 13,384, a 3.20 percent improvement over the 12,970 units finished the previous week and 41.54 percent better than the 9,456 trucks built in the year-ago week.

Year-to-date, the truck makers have assembled 440,777 units, up 5.56 percent over the 417,570 at this time last year.

So far, there have been 1,665 T-115 minivans built at Chrysler Corp.'s Windsor (Ont.) facility, the company said. It was estimated that 994 minivans were assembled last week, up from the 599 built the week before. Last week's T-115 estimate includes 426 Plymouth Voyagers, 431 Dodge Caravans and 137 Mini Ram Vans.

U. S. CAR PRODUCTION

	Week Ended Oct. 29, 1983	Week Ended Oct. 30, 1982	Week Ended Oct. 22, 1983	Oct. to Date	Jan. 1 to Oct. 30, 1982	Jan. 1 to Oct. 29, 1983
AMERICAN MOTORS	6,250	3,932*	5,098	20,212	77,989*	158,802
AMC Total	.....	809*	.....	.....	45,289*	4,068
Concord	.....	.....	.....	.....	.....	4,068
Eagle	.....	.....	.....	.....	.....	3
Renault Total	6,250	3,123*	5,098	20,212	32,700*	154,731
Alliance	4,300	3,123*	3,518	13,824	32,700*	132,422
Encore	1,750	.....	1,580	6,388	.....	22,309
CHRYSLER CORP.	25,200	15,254	24,784	95,539	498,883	738,357
Plymouth Total	7,550	6,243	8,282	30,681	201,613	259,335
Horizon	2,800	2,369	3,204	12,164	65,656	98,027
Reliant	4,500	3,786	4,851	17,509	134,892	156,523
Caravelle	200	88	193	807	1,065	4,498
Gran Fury	50	.....	34	201	.....	287
Chrysler Total	7,500	2,225	7,023	27,582	95,976	183,216
LeBaron	2,000	1,297	1,832	7,481	85,130	72,376
Laser	2,100	.....	1,417	6,115	.....	12,525
Chrysler	2,000	928	2,473	9,122	10,846	92,130
Fifth Avenue	1,400	.....	1,301	4,864	.....	6,185
Dodge Total	10,150	6,786	9,479	37,276	201,294	295,806
Omni	3,800	2,169	3,547	13,493	61,431	108,155
Aries	3,600	3,459	3,394	13,527	105,743	117,991
Daytona	1,300	.....	1,192	4,687	.....	9,437
Dodge 400	.....	318	.....	.....	26,575	18,478
Dodge 600	1,400	840	1,256	5,257	7,545	41,211
Diplomat	50	.....	90	312	.....	534
FORD MOTOR	41,403	23,040	37,723	152,288	914,469	1,265,213
Ford Division	27,776	13,466	25,650	105,574	573,514	819,491
Escort	7,907	4,082	6,767	29,492	228,579	227,825
Fairmont	.....	2,936	.....	.....	103,611	23,728
Mustang	3,432	1,916	3,397	13,914	106,833	97,213
LTD/Granada	4,979	4,532	4,875	17,884	99,343	145,418
Thunderbird	4,162	.....	3,880	17,235	29,326	160,038
Crown Victoria/Ford	2,360	.....	2,037	9,172	.....	79,231
EXP	389	.....	164	1,873	5,822	1,737
Tempo	4,547	.....	4,530	17,324	.....	84,301
L-M Division	13,627	9,574	12,073	46,714	340,955	445,722
Mercury Total	11,872	7,519	10,698	42,699	260,678	360,100
Lynx	1,423	1,198	1,216	6,263	71,346	62,395
Capri	641	353	613	2,613	29,496	20,609
Zephyr	.....	944	.....	.....	33,158	8,601
Marquis/Cougar	1,930	2,086	1,937	7,260	45,941	61,870
Cougar/XR7	4,690	.....	3,819	13,551	10,580	105,122
Gr. Marquis/Marquis	1,843	2,938	1,607	7,192	68,605	77,475
LN7	.....	.....	.....	.....	1,552	290
Topaz	1,345	.....	1,506	5,820	.....	23,738
Lincoln Total	1,755	2,055	1,375	4,015	80,277	85,622
Continental	327	411	253	774	16,584	9,567
Lincoln	437	1,232	353	997	38,071	53,620
Mark VI/VII	991	412	769	2,244	25,622	22,435
GENERAL MOTORS	90,513	63,354	89,226	369,609	2,753,412	3,253,741
Buick Division	18,207	14,624	16,994	76,798	641,592	736,665
Skylark	.....	3,709	.....	7,478	121,554	88,323
Skyhawk J	2,215	1,245	1,278	6,032	57,869	59,509
Century	4,453	1	4,401	17,493	96,686	139,786
Regal	4,122	4,039	4,321	18,117	175,878	202,402
Buick	6,157	4,151	5,487	22,176	153,821	203,848
Riviera	1,260	1,479	1,507	5,502	35,784	42,797
Cadillac Division	7,392	5,925	8,102	30,204	198,702	254,856
Cimarron	425	425	469	1,898	6,636	16,753
Seville	770	465	921	3,360	18,583	29,023
Eldorado	1,465	1,076	1,754	6,404	47,474	61,570
Cadillac	4,732	3,959	4,958	18,542	126,009	147,510
Chevrolet Division	30,826	19,803	30,701	123,827	884,868	1,077,073
Chevette	4,055	4,853	4,466	16,457	184,834	171,382
Cavalier	8,230	3,863	7,952	32,640	78,222	249,672
Celebrity	5,727	.....	5,688	21,038	58,477	134,506
Camaro	4,865	4,681	4,884	18,399	189,019	160,059
Citation	.....	1,406	.....	3,859	143,871	72,758
Malibu/El Camino	599	2,536	587	2,368	104,571	97,291
Monte Carlo	3,970	1,955	3,923	15,342	66,550	94,501
Chevrolet	2,510	509	2,426	10,484	36,810	74,437
Corvette	870	.....	775	3,240	22,514	22,557
Oldsmobile Division	22,190	15,607	22,452	91,330	649,280	839,517
Omega	.....	1,610	.....	1,343	67,131	45,484
Firenza	1,613	829	916	4,384	38,664	37,814
Cutlass	7,278	5,984	7,324	29,410	175,718	250,523
Cutlass/Ciera	4,700	.....	5,339	20,428	103,101	175,715
Oldsmobile	7,669	6,334	7,761	31,528	236,226	295,212
Toronado	930	850	1,112	4,237	28,440	34,769
Pontiac Division	11,898	7,395	10,977	47,450	378,970	345,630
Acadian†	.....	70	275	940	9,403	12,501
2000	3,358	818	2,700	12,670	34,478	91,249
1000	1,005	777	626	3,880	32,170	35,473
Firebird	2,835	2,881	2,686	10,803	113,846	81,729
Phoenix	.....	804	.....	983	41,536	21,291
G. Prix/Bonneville	1,880	2,045	1,959	7,691	117,195	80,282
Parisienne	720	.....	836	3,148	.....	8,746
Fiero	2,100	.....	1,895	7,335	.....	14,359
6000	.....	.....	.....	.....	30,342	.....
HONDA	1,500	.....	1,395	5,598	.....	40,301
VOLKSWAGEN	2,586	.....	2,385	9,704	67,658	78,750
CHECKER	.....	.....	.....	.....	2,163*	.....
Total Cars, U. S.	187,452	105,580	160,611	652,950	4,314,574	5,535,164

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 29, 1983	Week Ended Oct. 30, 1982	Week Ended Oct. 22, 1983	Oct. to Date	Jan. 1 to Oct. 30, 1982	Jan. 1 to Oct. 29, 1983
CHEVROLET	18,057	13,518	16,553	71,110	566,290	684,505
DODGE	4,200	2,374	4,143	14,491	107,045	116,991
FORD	22,237	15,994	23,378	93,096	594,711	763,511
GMC	6,346	4,267	5,497	24,556	197,634	215,832
INTERNATIONAL	1,175	.....	1,319	5,003	39,880	42,128
VOLKSWAGEN	.....	.....	.....	.....	8,103	2,079
JEEP	3,500	1,500*	2,992	12,048	73,589*	82,399
NISSAN	900	.....	892	3,594	.....	8,165
AM GENERAL	50	50*	50*	200*	2,030*	2,080*
MISCELLANEOUS	1,000	1,000*	1,000*	4,000*	47,000*	41,600*
Total Trucks, U. S.	57,465	38,703	55,826	228,098	1,636,282	1,959,290

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 29, 1983	Week Ended Oct. 30, 1982	Week Ended Oct. 22, 1983	Oct. to Date	Jan. 1 to Oct. 30, 1982	Jan. 1 to Oct. 29, 1983
CHRYSLER CORP	3,646	2,666	3,328	11,604	88,103	107,171
FORD MOTOR	3,360	2,889	3,360	12,637	115,360	114,999
GENERAL MOTORS	6,248	3,901	6,150	23,158	204,899	213,972
INTERNATIONAL	130	.....	132	491	9,208	4,635
Total Trucks, Canada	13,384	9,456	12,970	47,890	417,570	440,777
N. American Trucks	70,849	48,159	68,796	275,988	2,053,852	2,400,067

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended Oct. 29, 1983	Week Ended Oct. 30, 1982	Week Ended Oct. 22, 1983	Oct. to Date	Jan. 1 to Oct. 30, 1982	Jan. 1 to Oct. 29, 1983
AMERICAN MOTORS	720	.....	728	2,528	25,815	23,762
CHRYSLER CORP	.....	4,182	.....	.....	138,066	104,365
FORD MOTOR	6,716	9,042	5,904	23,044	240,071	216,810
GENERAL MOTORS	12,628	8,567	13,062	48,023	298,622	436,322
VOLVO	225	225	225	855	8,602	8,727
Total Cars, Canada	20,289	22,016	19,919	74,450	711,176	789,986
N. American Cars	187,741	127,596	180,530	727,400	5,025,750	6,325,150
N. American Trucks	70,849	48,159	68,796	275,988	2,053,852	2,400,067
North American Cars and Trucks	258,590	175,755	249,326	1,003,388	7,079,602	8,725,217

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.